Advanced Management Index • Volume 25

(Covering issues from January to December, 1960)

ARTICLES LISTED ACCORDING TO AUTHOR

	Issue	Page
A		
Anderson, E. H.		
The Functional Concept in Organization	Oct.	16
B		
Balma, M. J.		
The Role of the Foreman in Modern Industry	Aug.	16
Bambrick, James J.		
The Setting of Company Objectives in Employee Relations	Jan.	16
Bass, Bernard M.		
The Management Training Laboratory	July	11
Beach, Dale S.		
An Organizational Problem: Subordinate-Superior Relations	Dec.	12
Bellows, Roger		
The Challenge to Tomorrow's Executive	Apr.	6
Benedict, Truman		
The Staffman in the Decision-Making Process	May	8
Benge, Eugene J.		
Organization Growing Pains	Oct.	4
Bentzen, E. C.		
Forming Effective Supervisory Development Programs	Aug.	21
Blansfield, Michael G.		
The Challenge of Executive Appraisal	Apr.	20
Brossman, S. W.		
Engineering Department Organization	May	16
Bunin, Sanford		
The Campus Recruiter	Jan.	23
C		
Callaghan, Calvin J.		
Industry and the Professor	Nov.	16
Campfield, William L.		
Extending the Horizons of Management Counselling	Jan.	7
Civin, Chester J.		
Industry and the Professor	Nov.	16
Corsini, Raymond J.		
Role-Playing: Its Use in Industry	Feb.	20
Coughlan, John		
Financial Reporting—For Control or Creation	Nov.	20
Crissy, W. J. E.		
Sound Selection: First Step in Building an Effective Sales Force	Mar.	6
D		
Dyer, Frederick C.		
Time Dimension Possibilities of the Group and the Factory	Jan.	20
E		
Elijah, Leo		
Aggressive Leadership — A Management Resource	Dec.	26
Estes, Hugh		
Recording for the Blind	Dec.	24
F		
Falk, John A., Jr.		
Quality Control and Work Measurement in the Office	Oct.	24
Fox, Harold W.		
The Financial Analyst in Industry	Dec.	8
Fram, Eugene H.		
Variations on a Memo Theme	Mar.	11
G		
Giermak, Edwin A.		
Individualism vs. the Committee Process	Dec.	16
Ginzberg, Eli		
The Ineffective Soldier	June	16
Goetz, Billy E.		
An Introduction to Inventory Management	July	20
H		
Hays, Robert W.		
The Corporation and the Modern Novel	Dec.	4
Heidingsfield, M. S.		
Marketing Strategy Within the Market Plan	May	18
Henning, Kenneth K.		
Is Management Development Worth the Cost	Nov.	12
J		
Jenks, James M.		
The Development of Middle Management Executives	Mar.	23
K		
Kast, Fremont		
Minimizing the Planning Gap	Oct.	20
Koch, Robert G.		
Variations on a Memo Theme	Mar.	11
L		
Lapp, Charles L.		
Sound Selection: First Step in Building an Effective Sales Force	Mar.	6
Lawshe, C. H.		
The Role of the Foreman in Modern Industry	Aug.	16
M		
MacCullough, A. V.		
In Defense of Decentralization	July	6
Maloney, J. C.		
The Role of the Foreman in Modern Industry	Aug.	16
Mantell, Stanley		
PL: A New Concept in Complete Management Thinking	Aug.	6
Masterson, Thomas		
Is Management Development Worth the Cost?	Nov.	12
McCauley, Bruce G.		
Accent the MAN in Management	Aug.	24
McLean, Alan, M.D.		
Emotional Problems of Businessmen	Sept.	9
McMurry, Robert N.		
Mental Illness: Industry's Three Billion Dollar Burden	Sept.	18
McNeill, W. I.		
Advances in Human Relations vs. Advances in Science and Technology	July	16
Megginson, Leon C.		
Ethical Standards of Conduct in Business	May	21
Menninger, William C., M.D.		
A Prescription for Executive Mental Health	Sept.	16
Miller, Ernest		
Long Range Planning . . . an Overview	Nov.	8
Miller, Ernest C.		
Performance Review and Management	Mar.	26
Mitchell, Walter, Jr.		
The S.A.M. Advanced Management Course	June	4
Murdick, Robert G.		
The Meaning of Management as a Profession	Apr.	11
N		
Nelson, Thomas H.		
Opportunities in the '60's for Management Development	May	5
O		
Owen, W. V.		
Looking Toward a Theory of Industrial Management	Mar.	13
P		
Plummer, Norman, M.D.		
Absenteeism in Industry	Sept.	21

Advanced Management Index • Volume 25

(Covering issues from January to December, 1960)

ARTICLES LISTED ACCORDING TO AUTHOR

	Issue	Page
A		
Anderson, E. H.		
The Functional Concept in Organization	Oct.	16
B		
Balma, M. J.		
The Role of the Foreman in Modern Industry	Aug.	16
Bambrick, James J.		
The Setting of Company Objectives in Employee Relations	Jan.	16
Bass, Bernard M.		
The Management Training Laboratory	July	11
Beach, Dale S.		
An Organizational Problem: Subordinate-Superior Relations	Dec.	12
Bellows, Roger		
The Challenge to Tomorrow's Executive	Apr.	6
Benedict, Truman		
The Staffman in the Decision-Making Process	May	8
Benge, Eugene J.		
Organization Growing Pains	Oct.	4
Bentzen, E. C.		
Forming Effective Supervisory Development Programs	Aug.	21
Blansfield, Michael G.		
The Challenge of Executive Appraisal	Apr.	20
Brossman, S. W.		
Engineering Department Organization	May	16
Bunin, Sanford		
The Campus Recruiter	Jan.	23
C		
Callaghan, Calvin J.		
Industry and the Professor	Nov.	16
Campfield, William L.		
Extending the Horizons of Management Counselling	Jan.	7
Civin, Chester J.		
Industry and the Professor	Nov.	16
Corsini, Raymond J.		
Role-Playing: Its Use in Industry	Feb.	20
Coughlan, John		
Financial Reporting—For Control or Creation	Nov.	20
Crissy, W. J. E.		
Sound Selection: First Step in Building an Effective Sales Force	Mar.	6
D		
Dyer, Frederick C.		
Time Dimension Possibilities of the Group and the Factory	Jan.	20
E		
Elijah, Leo		
Aggressive Leadership — A Management Resource	Dec.	26
Estes, Hugh		
Recording for the Blind	Dec.	24
F		
Falk, John A., Jr.		
Quality Control and Work Measurement in the Office	Oct.	24
Fox, Harold W.		
The Financial Analyst in Industry	Dec.	8
Fram, Eugene H.		
Variations on a Memo Theme	Mar.	11
G		
Giermak, Edwin A.		
Individualism vs. the Committee Process	Dec.	16
Ginzberg, Eli		
The Ineffective Soldier	June	16
Goetz, Billy E.		
An Introduction to Inventory Management	July	20
H		
Hays, Robert W.		
The Corporation and the Modern Novel	Dec.	4
Heidingsfield, M. S.		
Marketing Strategy Within the Market Plan	May	18
Henning, Kenneth K.		
Is Management Development Worth the Cost	Nov.	12
J		
Jenks, James M.		
The Development of Middle Management Executives	Mar.	23
K		
Kast, Fremont		
Minimizing the Planning Gap	Oct.	20
Koch, Robert G.		
Variations on a Memo Theme	Mar.	11
L		
Lapp, Charles L.		
Sound Selection: First Step in Building an Effective Sales Force	Mar.	6
Lawshe, C. H.		
The Role of the Foreman in Modern Industry	Aug.	16
M		
MacCullough, A. V.		
In Defense of Decentralization	July	6
Maloney, J. C.		
The Role of the Foreman in Modern Industry	Aug.	16
Mantell, Stanley		
PL: A New Concept in Complete Management Thinking	Aug.	6
Masterson, Thomas		
Is Management Development Worth the Cost?	Nov.	12
McCauley, Bruce G.		
Accent the MAN in Management	Aug.	24
McLean, Alan, M.D.		
Emotional Problems of Businessmen	Sept.	9
McMurry, Robert N.		
Mental Illness: Industry's Three Billion Dollar Burden	Sept.	18
McNeill, W. I.		
Advances in Human Relations vs. Advances in Science and Technology	July	16
Megginson, Leon C.		
Ethical Standards of Conduct in Business	May	21
Menninger, William C., M.D.		
A Prescription for Executive Mental Health	Sept.	16
Miller, Ernest		
Long Range Planning . . . an Overview	Nov.	8
Miller, Ernest C.		
Performance Review and Management	Mar.	26
Mitchell, Walter, Jr.		
The S.A.M. Advanced Management Course	June	4
Murdick, Robert G.		
The Meaning of Management as a Profession	Apr.	11
N		
Nelson, Thomas H.		
Opportunities in the '60's for Management Development	May	5
O		
Owen, W. V.		
Looking Toward a Theory of Industrial Management	Mar.	13
P		
Plummer, Norman, M.D.		
Absenteeism in Industry	Sept.	21

	Issue	Page
R		
Roddick, Paul M.		
Authority—Responsibility—Leadership	Jan.	12
Rosenzweig, Jim		
Minimizing the Planning Gap	Oct.	20
S		
Saraceck, Bernard		
The Promoter: An Omitted Chapter in the Textbooks	Apr.	25
Schein, Edward C.		
The Unfolding Management Perspective	June	10
Seares, Al N.		
The Consolidated Functions Concept	June	22
Seidman, Bert		
Organized Labor's Answer to International Competition	Feb.	6
Sikes, Walter		
Compensation, Logic and the Marketplace	Feb.	24
Shull, Fremont A., Jr.		
Administrative Perspectives of Human Relations	Mar.	18
Singer, Henry A.		
The Management of Stress	Sept.	10
Singer, Henry A.		
A Report on the Recent S.A.M. Survey	Nov.	25
Stone, Williard E.		
Budgeting in Large Manufacturing Corporations	Feb.	10
Sullivan, Daniel J.		
A Philosophy for Long-Range Planned Development	Nov.	5
Sunderlin, Donald H.		
Five Universal Profit Patterns	Feb.	26
T		
Tacey, William S.		
What Stops Our Communications?	Apr.	17
Tead, Ordway		
The Ethical Challenge of Modern Administration	Oct.	8
Thimm, Alfred L.		
Ideological Pitfalls in Contemporary Management Practices	Aug.	13
Thomson, Dwight J.		
Responsibilities of a Corporate Enterprise in the Community, State and Nation	Feb.	13
Turfboer, Robert, M.D.		
Alcoholism: Management's Problem?	Sept.	14
U		
Unkenholz, Willard C.		
Science and the Collapse of Legal Lead Time	May	13
V		
Vaughan, J. L.		
Literature as Case History for Business	Feb.	16
W		
Wallace, P. V. G.		
Industrial Communications—The Eve of Maturity	Dec.	20
Walter, Frank		
The Engineer's Role in Management	Oct.	13
Wilton, Frank		
Communications: What Do They Mean?	Aug.	12
Wisnewsky, Edward		
Factors in Owner-Management Development	Jan.	4
Z		
Zimmerman, Charles J.		
Management's Role in Mental Health	Sept.	5

ARTICLES LISTED ACCORDING TO TITLE

	Issue	Page
A		
Absenteeism in Industry, by Norman Plummer, M.D.	Sept.	21
Accent the MAN in Management, by Bruce G. McCauley	Aug.	24
Administrative Perspectives of Human Relations, by Fremont A. Shull Jr.	Mar.	18
Advances in Human Relations vs. Advances in Science and Technology, by W. I. McNeill	July	16
Aggressive Leadership—a Management Resource, by Leo Elijah	Dec.	26
Alcoholism: Management's Problem? by Robert Turfboer, M.D.	Sept.	14
An Introduction to Inventory Management, by Billy E. Goetz	July	20
An Organizational Problem: Subordinate-Superior Relations, by Dale S. Beach	Dec.	12
Authority—Responsibility—Leadership, by Paul M. Roddick	Jan.	12
B		
Budgeting in Large Manufacturing Corporations, by Williard E. Stone	Feb.	10
C		
The Campus Recruiter, by Sanford Bunin	Jan.	23
The Challenge of Executive Appraisal, by Michael G. Blansfield	Apr.	20
The Challenge to Tomorrow's Executive, by Roger Bellows	Apr.	6
Communications: What Do We Mean? by Frank Wilton	Aug.	12
Compensation, Logic and the Marketplace, by Walter Sikes	Feb.	24
The Consolidated Functions Concept, by Al N. Seares	June	22
The Corporation and the Modern Novel, by Robert W. Hays	Dec.	4
D		
The Development of Middle Management Executives, by James M. Jenks	Mar.	23
E		
Emotional Problems of Businessmen by Alan A. McLean, M.D.	Sept.	9
Engineering Department Organization, by S. W. Brossman	May	16
The Engineer's Role in Management, by Frank Walter	Oct.	13
The Ethical Challenge of Modern Administration, by Ordway Tead	Oct.	8
Ethical Standards of Conduct in Business, by Leon C. Megginson	May	21
Extending the Horizons of Management Counselling, by William L. Campfield	Jan.	7
F		
Factors in Owner-Management Development, by Edward Wisnewsky	Jan.	4
The Financial Analyst in Industry, by Harold W. Fox	Dec.	8
Financial Reporting—For Control or Creation, by John Coughlan	Nov.	20
Five Universal Profit Patterns, by Donald H. Sunderlin	Feb.	26
Forming Effective Supervisory Development Programs, by E. C. Bentzen	Aug.	21
The Functional Concept in Organization, by E. H. Anderson	Oct.	16
I		
Ideological Pitfalls in Contemporary Management Practices, by Alfred L. Thimm	Aug.	13
In Defense of Decentralization, by A. V. MacCullough	July	6
Individualism vs. The Committee Process, by Edwin A. Giermak	Dec.	16
Industrial Communications—The Eve of Maturity, by P. V. G. Wallace	Dec.	20
Industry and the Professor, by Chester J. Civin and J. Calvin Callaghan	Nov.	16
The Ineffective Soldier, by Eli Ginzberg	June	16
Is Management Development Worth the Cost? by Thomas Masterson and Kenneth K. Henning	Nov.	12

	Issue	Page
L		
Literature as Case History for Business, by J. L. Vaughan	Feb.	16
Long Range Planning . . . An Overview, by Ernest Miller	Nov.	8
Looking Toward a Theory of Industrial Management, by W. V. Owen	Mar.	13
M		
The Management of Stress, by Henry A. Singer	Sept.	11
The Management Training Laboratory, by Bernard M. Bass	July	11
Management's Role in Mental Health, by Charles J. Zimmerman	Sept.	5
Marketing Strategy Within the Market Plan, by M. S. Heidingsfield	May	18
The Meaning of Management as a Profession, by Robert G. Murdick	Apr.	11
Mental Illness: Industry's Three Billion Dollar Burden, by Robert N. McMurry	Sept.	18
Minimizing the Planning Gap, by Fremont Kast and Jim Rosenzweig	Oct.	20
O		
Opportunities in the '60's for Management Development, by Thomas H. Nelson	May	5
Organization Growing Pains, by Eugene J. Benge	Oct.	4
Organized Labor's Answer to International Competition, by Bert Seidman	Feb.	6
P		
Performance Review and Management, by Ernest C. Miller	Mar.	26
A Philosophy for Longe-Range Planned Development, by Daniel J. Sullivan	Nov.	5
PL: A New Concept in Complete Management Thinking, by Stanley Mantell	Aug.	6
A Prescription for Executive Mental Health, by William C. Menninger, M.D.	Sept.	16
The Promoter: An Omitted Chapter in the Textbooks, by Bernard Sarachek	Apr.	25
Q		
Quality Control and Work Measurement in the Office, by John A. Falk, Jr.	Oct.	24
R		
Recording for the Blind, by Hugh Estes	Dec.	24
A Report on the Recent S.A.M. Survey, by Henry A. Singer	Nov.	25
Responsibilities of a Corporate Enterprise in the Community, State and Nation, by Dwight J. Thomson	Feb.	13
The Role of the Foreman in Modern Industry, by M. J. Balma, J. C. Maloney and C. H. Lawshe	Aug.	16
Role-Playing: Its Use in Industry, by Raymond J. Corsini	Feb.	20
S		
The S.A.M. Advanced Management Course, by Walter Mitchell, Jr.	June	4
Science and the Collapse of Legal Lead Time, by Willard C. Unkenholz	May	13
The Setting of Company Objectives in Employee Relations, by James J. Bambrick	Jan.	16
Sound Selection: First Step in Building an Effective Sales Force, by W. J. E. Crissy and Charles L. Lapp	Mar.	6
The Staffman in the Decision-Making Process, by Truman Benedict	May	8
T		
Time Dimension Possibilities of the Group and the Factory, by Frederick C. Dyer	Jan.	20
U		
The Unfolding Management Perspective, by Edward C. Schleh	June	10
V		
Variations on a Memo Theme, by Eugene H. Fram and Robert G. Koch	Mar.	11

University Division News

by Harold Fischer, President

THE FIRST Performance Reports revealed continued improvement in the programs of our University Chapters during the first semester, with diversified and value-packed activities scheduled for the second semester. The members are "learning by doing." Membership has real value. A better product is being developed for business. Everybody gains. We are proud of their accomplishments and, furthermore, of their promise of still better things to come.

Our membership, naturally, continues to grow. Congratulations to the winners of the Membership Growth Awards and to the recipients of Certificates of Membership in the "100" Club for the first semester. Indications point to a further expansion and the establishment of new records during the second semester. The officers are on their toes, plans have been formulated, and time will reveal the results.

During the first week in January, for example, 143 additional applications were sent in by Northeastern University. Their dynamic Faculty Advisor, Dr. Stephen Mueller, formerly of the University of Maryland, advises us that his chapter will finish the year in first place. They have the spirit — they are on the move, but they will have keen competition.

We salute our new chapter in the French speaking University of Montreal. They have started their operations in great style and we predict a bright future. The *92* charter members include the entire graduating class of 1961. The active McGill and Loyola Chapters of Montreal may expect healthy competition. Nice going — Hughes Ouimet, President, and your associates.

Our Spanish speaking chapter in Santa Maria Catholic University of Puerto Rico had a great program during the semester and finished in fourth place in our Chapter competition. With the inspiring leadership of the Faculty Advisor, Sister M. Adalbert, Dean of the College, and the fine work of the officers and support of the community, we expect our friends to the South to continue to set a shining example of constructive growth and effective preparation of youth.

Our spark plug in Indianapolis, Carl B. Genrich, Jr., Chairman, Senior Chapter Advisory Committee, has prepared and distributed to our Senior Chapters a well organized questionnaire on chapter activities, of interest and value to our student chapters. A former University chapter member, Carl realizes the vast potential and is working closely and effectively with us in a determined effort to develop it — a devoted man to a great cause.

The University of Scranton Chapter rendered a real civic service when *22* members participated in the Community United Fund Drive and in three days secured their assigned quota. Congratulations on a job well done. Their Ditto Letter system of communication (2 letters per week) keeps members informed and bound close together. Their point system of rating member's participation and rewarding the leaders with SAM pins and cuff links all provide real motivation and is reflected in the progress of the Chapter this year.

The Montreal Senior Chapter, I am sure, is proud of the community service of the McGill University Chapter. They won the Blood Drive Trophy in competition with *60* other organizations. The growing interest of our Chapters in serving their communities deserves our hearty commendation. Keep up the good work.

We are pleased to see the appearance of some new Chapter Newsletters this fall — very interesting, effectively written and well organized. They will serve as an effective means of communication and the chapters all will benefit from them. To mention a few: Los Angeles State College — THE SPOKESMAN; Northeastern University — THE MANAGER; Rochester Institute of Technology — SAMRIT; Bowling Green State University — SAM FALCONEER; Loyola College of Montreal — NEWSLETTER; Villanova University — THE LEADER; University of Oklahoma — THE STUDENT MANAGER; East Carolina College—SAM-O-GRAM. Congratulations!

Another great year is unfolding.

Page

24

24

25

13

16

20

4

13

16

6

8

20

10

11

as-
well
om-
em-
her.
par-
with
real
ress

ure,
the
the
60
t of
ities
up

e of
—
well
tive
ters
n a
HE
—
of
reen
ER;
WS-
HE
HE
lina
ons!

NT